

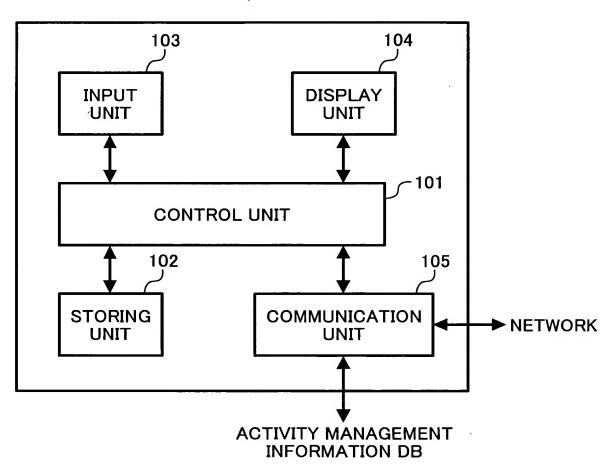
App No.: 10/812,413 Docket No.: 116692005600

Inventor: Toyoji IKEZAWA

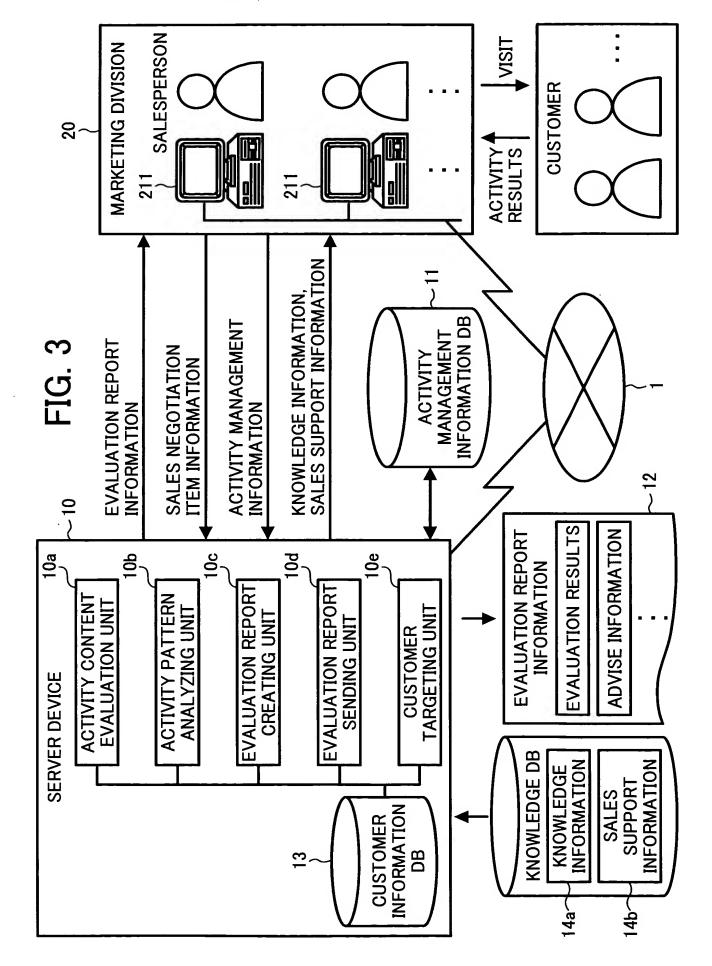
Title: SALES ACTIVITY MANAGEMENT SYSTEM, SERVER DEVICE,.....

FIG. 2





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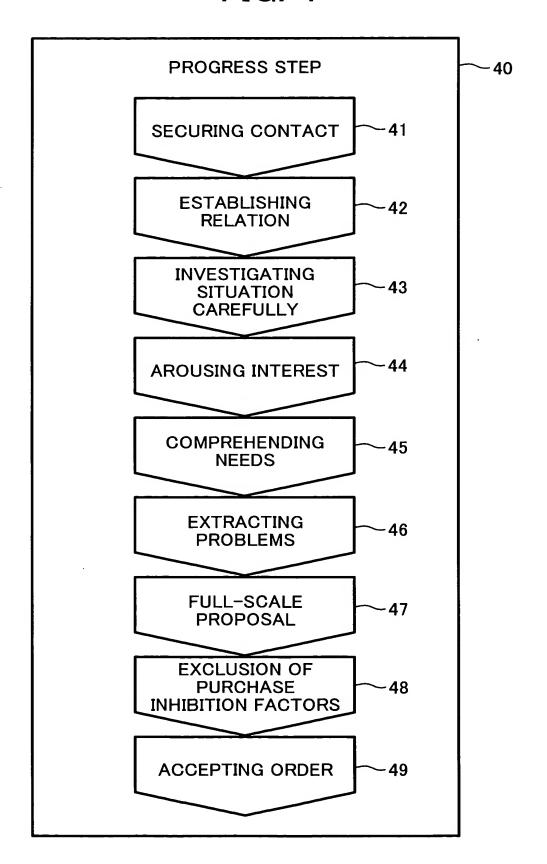


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FIG. 4



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DEVICE,.........

FIG. 5

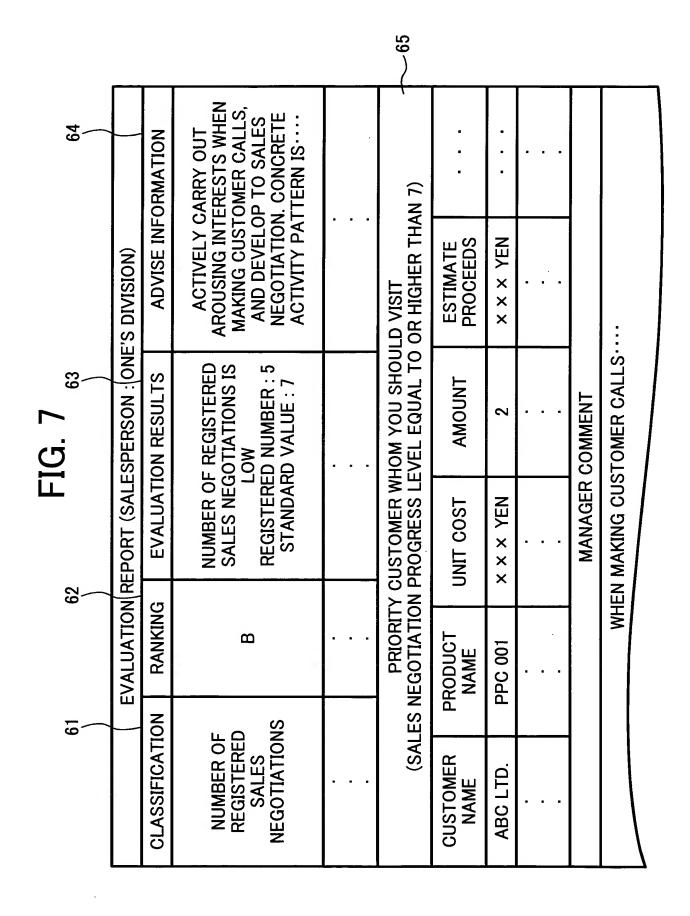
	50							
- 4				✓				
51	S	ALES COM	ALES COMPANY NAME			TOKYO R		
52 53∖		FIRST DEP.	SECOND DEP.					
33 J	NUMBE	34	19					
54	NUMBER OF REGISTERED ITEMS		G ITEMS 2/2/2)	TOTAL PER PERSON	7 0.2	7 0.2		
		LOW	LEVEL 1	ITEMS PER PERSON	5 0.1	60 3.2		
			LEVEL 2	ITEMS PER PERSON	0 0.0	0 0.0		
			LEVEL 3	ITEMS PER PERSON	0 0.0	1 0.1		
		MEDIUM	LEVEL 4	ITEMS PER PERSON	0 0.0	1 0.1		
			LEVEL 5	ITEMS PER PERSON	0.0	3 0.2		
			LEVEL 6	ITEMS PER PERSON	0.0	1 0.1		
		HIGH	LEVEL 7	ITEMS PER PERSON	2 0.1	6 0.3		
			LEVEL 8	ITEMS PER PERSON	0 0.0	2 0.1		
			LEVEL 9	ITEMS PER PERSON	0 0.0	2 0.1		
55		SPECIFIC ORMATION		CREATION RATE	0%	4%		
56		EN ESTIMA ORMATION		CREATION RATE	0%	0%		
57	ACTIVITY T	IME INFOR	MATION	ACTIVITY TIME (PER DAY)	5.1	5.6		

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					65				
64		ORMATION	ACTIVELY CARRY OUT ROUSING INTERESTS WHEN IAKING CUSTOMER CALLS, AND DEVELOP TO SALES VEGOTIATION. CONCRETE ACTIVITY PATTERN IS		(2 N)				
	'S DIVISION)	ADVISE INFORMATION	ACTIVELY CARRY OUT AROUSING INTERESTS WHEN MAKING CUSTOMER CALLS, AND DEVELOP TO SALES NEGOTIATION. CONCRETE ACTIVITY PATTERN IS····		PRIORITY CUSTOMER WHOM YOU SHOULD VISIT (SALES NEGOTIATION PROGRESS LEVEL EQUAL TO OR HIGHER THAN 7)	ESTIMATE PROCEEDS	××× YEN		
FIG. 6	EVALUATION/REPORT (SALESPERSON : ONE'S DIVISION)	EVALUATION RESULTS	NUMBER OF REGISTERED SALES NEGOTIATIONS IS LOW REGISTERED NUMBER: 5 STANDARD VALUE: 7			AMOUNT	2		
	REPORT (SALE	REPORT (SALE EVALUATI	NUMBER OI SALES NEG L REGISTERE STANDAF		CUSTOMER W PROGRESS LE	UNIT COST	××× YEN		
62	EVALUATION (F	EVALUATION (F	В		PRIORITY NEGOTIATION	PRODUCT NAME	PPC 001		
61	1)	CLASSIFICATION	NUMBER OF REGISTERED SALES NEGOTIATIONS		(SALES N	CUSTOMER P	ABC LTD.		

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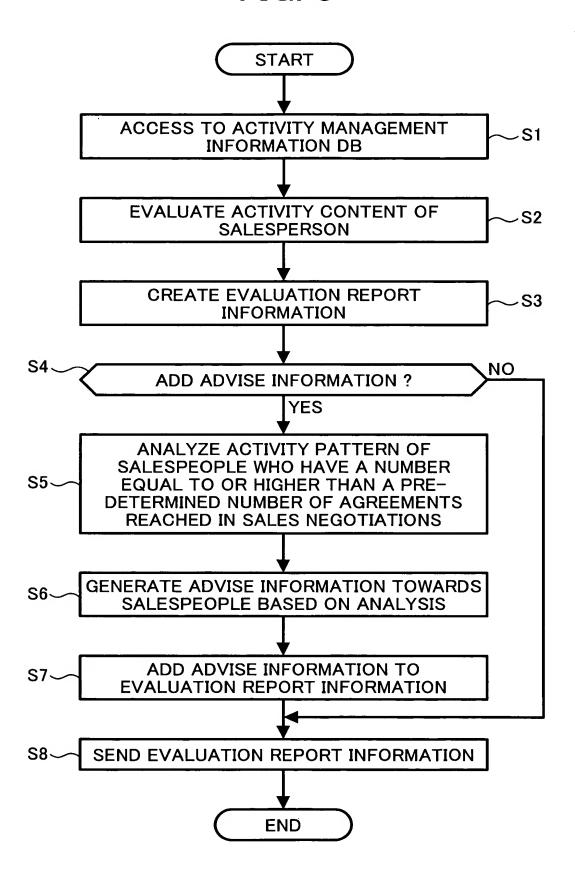


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FIG. 8



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